

## A WANDERING SHEEP.

Story of an Ohio Lamb That Strayed Into the Lion's Lair.

### THE ADVANTAGES OF PROTECTION

To the American Wool Growers—Return to the Fold—A Moral to Ohio Wool Men—An Unanswerable Argument for the Wool Tariff—Facts and Figures That Cannot Be Successfully Assailed.

The following correspondence received by the *American Economist*, and will be published in this week's issue, explains itself. First we have a doubting protectionist frankly proclaiming wherein he doubted. Next we have the clearest exposition of fact in regard to the wool growing industry that has ever been published. Lastly comes the wandering sheep in his "return to the fold." First we publish the communication of the wanderer:

LOCKLAND, O., Sept. 28, '93.  
*Theodore Justice, Philadelphia, Pa.*

DEAR SIR:—I read your letter to F. Mackman, of Waynesburg, O., which was published in the *Cleveland Ledger* a few days ago. Although I am a Republican and a protectionist, I am not sure that American wool would not be better protected by being placed on the free list than by any import duty that might be placed on foreign wool. In the following you will find my reasons for this opinion, and if any of my assertions are not true, I hope you will point out to me clearly where I am in error, for I want to get the facts relating to the wool industry.

A great many articles are imported that might be manufactured in this country, if we were not handicapped in the matter of raw material, and much money would be retained here that now finds its way into the pockets of the foreigner, for American labor, though dearer per man, is cheaper than foreign labor, because more is produced per man in this country than in foreign countries. In support of this statement, I will say that we export locomotives, watches, small hardware and many other things composed almost entirely of labor, but we do not, and cannot, export articles composed almost entirely of raw material. I believe that by putting some raw materials, wool among them, on the free list, we would be protecting our manufacturers more than we are protecting them now, for we would enable them to make many things that they cannot make under the present conditions. This would result in the employment of more people than have ever been employed here, and it would result in greater trade than we have ever had. I do not believe that placing wool on the free list would stop the production in this country nor that it would lessen the price. To illustrate: We import many woolen goods that we cannot make because the duty on foreign wool precludes its use, and because of the fact that American wool cannot be manufactured into as fine goods as produced by a combination of American and foreign wools.

If the duty on foreign wool were removed, the American manufacturers with the demands of 65,000,000 people back of them, would become bidders for this wool and the price of it would naturally advance under the law of supply and demand. The foreign manufacturer would have to pay the same price for it that we would pay, and with the advance in price of the foreign wool there would be an advance in the American wool.

Hoping that you will give these points due consideration and let me hear from you, I remain,  
Yours truly,  
[Signed] E. H. GEISY.

PHILADELPHIA, Oct. 6, 1893.  
*E. H. Geisy, Vp., Manager Mowse Refrigerator Company, Lockwood, Ohio.*

DEAR SIR:—I have your favor of September 28.

I wonder that you are not a Democrat, believing, as you appear to, in so many untruths. Your facts are all wrong, therefore it follows that your conclusions must be wrong, and I recommend your careful reading of a book on "The American Wool Industry," written by the Hon. William Lawrence, president of the Ohio Wool Growers' Association. I mail you a copy and ask you to read it carefully and to examine particularly the diagrams on the back cover, with the description of that diagram which is on the inside of the back cover. The unthinking would undermine the foundations of our whole industrial system and bring down upon their heads the whole structure. You, I am sure, hold your present views owing to want of proper information. How could the American wool industry be better protected by wool being placed on the free list when the London value from the time of the passage of the tariff law in 1867 up to January 1, 1893, was 50 per cent below the American price? If protection doubled the American price, would not the removal of protection cause the price to fall to the level of the markets of the world, which from 1867 to 1893 were less than one-half of the American price?

To-day we have 45,000,000 of sheep in the United States, 27,500,000 of which are over 60 per cent of all are located west of the Mississippi river. The freight on the wool from these sheep from the ranch to the eastern markets varies from 2 to 3 cents per pound, while the freight on wool from London is only 1 cent per pound. How can the American wool grower pay from 800 to 1,200 per cent more freight than his foreign competitor, when the freight alone under such unequal competition would of itself bar the American wool grower from his own market? Thus, with the removal of protection, the difference in freight alone would be so heavily against the American wool grower that he would be compelled to go out of the business.

### COMPARATIVE COST OF CLOTHING.

If you have visited the Chicago exposition, you will find that, without exception, the woollens made by the American mills, in texture, color and finish, outclass all foreign competitors. For confirmation of this read the testimony of Mr. Latzko, the Austrian World's Fair commissioner, before the committee of ways and means in September. Mr. Latzko was one of the judges. He says that the American goods have no superior in any part of the world. There is nothing manufactured from wool that cannot be as well made in this country as elsewhere. The difference between free raw material in London and protected raw material under the McKinley law is only 90 cents in a fine dress suit of broadcloth. You can buy abroad a suit of fine broadcloth containing three pounds of scoured wool costing in London 30 cents per pound, or 90 cents for all the raw material in such a suit. The whole of the balance of the cost of such a suit of clothing represents labor and profit

to the manufacturers, the free raw material in it costing not over 90 cents. In America the same three pounds of scoured wool under the McKinley law costs double the free trade price, or \$1.80 (one pound of scoured merino wool would cost 60 cents here, as against 30 cents in London). In a suit of clothing such as would be used by workmen, the difference would be less than 90 cents, probably not over 75 cents on each suit of clothing made of coarse wool.

Coarse or medium scoured wools cost over 25 cents per pound in London, and in the United States under the McKinley law the scoured cost of the same scoured coarse wool is under 50 cents, so that the greatest difference between the free raw material and the protected raw material in a suit of workman's clothing would not exceed 75 cents, as against a difference of 90 cents between free raw material and protected raw material in a fine broadcloth suit, such as the well-to-do would wear for evening dress. To give the consumer the benefit of from 75 to 90 cents on each suit of clothes it is proposed to take from wool the protection that it has had for a generation, and subject it to the competition of imported cheap free wool.

### COMPARATIVE COSTS OF GROWING.

Ignoring the differences in freight against the American wool grower, added to above, the Australian wool grower has the advantage of pasture all the year round, the pasture in Australia being better in winter than in summer. The wool grower in Australia rents his land from the government for a smaller charge than the Ohio wool grower in many cases pays in taxes alone, and the latter, owing to our rigorous winter climate five months in the year, feeds his sheep hay and grain, nearly the whole of which is labor. It costs nothing to grow hay or grain; nature does that. The main cost to the farmer of hay and grain is in the preparing of the land, in cultivating, in harvesting, and the feeding, which are all labor, and which represent 90 per cent of the whole cost of production, the remaining 10 per cent representing interest and taxes. Now, under these conditions, the cost of raising wool in the United States is at least 11 cents per pound in actual outlay greater than the cost of raising the same class of wool in Australia, or the Argentine Republic, and the McKinley tariff law places the duty of 11 cents per pound on imported unwashed wool to put the American wool grower on even terms with his foreign competitor. The latter has advantages of cheap land, and in climatic condition and cheaper freight, which to him is fully equivalent to 11 cents per pound.

### MANUFACTURERS NOT HAMPERED.

American manufacturers are now in no way hampered in the matter of raw material. This is proved by the fact that under the McKinley law our imports of foreign wool were much greater than ever before. We imported foreign raw wool during the year ending June 30, 1893, in round figures over 168,000,000 pounds, an increase of 32 per cent over the heaviest imports of any one year under any previous tariff law. The cost of this wool to the American manufacturer was less, including duties, than it had ever been before. Now, with the larger quantities of wool imported, and with its cost lessened, wherein is there any ground, for your statement that the American woolen manufacturer is handicapped in the matter of raw material? Besides, the McKinley law provides that exported goods made of imported wool shall entitle the exporter to a return of all such duties paid on such raw material save one per cent.

If there has been any change, the cost of a suit of clothing to-day under the McKinley law is lower than ever before in the history of the country.

### FREE WOOL MEANS LESS REVENUE.

If the duty be soon removed or even reduced, at a time when the government needs more rather than less revenue, the only way to procure even the same revenue that is now collected is to double our imports. If we double our imports we obtain our supplies from abroad instead of at home. We cripple our manufacturers and lessen our market for our wool. We give a great industrial impulse to foreign mills, and to this extent take employment from our American mills, and for what? Simply in order to raise as much revenue under reduced duties for revenue only as we now collect under duties that are protective.

The London value of wool during the two years previous to Mr. Cleveland's inauguration fell over 30 per cent, and during the same period American wool declined less than 7 per cent. If it was not the protection of McKinley tariff that stood between Ohio wool growers and the cheaper wool markets of the world, what was it?

### THE FEAR OF FREE TRADE.

Since President Cleveland's inauguration, and the assault by his administration upon the American wool industry, American prices have declined from 25 to 30 per cent, when the outside markets of the world are unchanged, and why? Why did American wools hold up before this administration came in and fall immediately afterward? It was because it was well known by everybody in the business that the London or free trade price could not be reached without a decline in American prices of at least 50 per cent, and the movement toward the London market is in progress.

When you state that a workman will produce more cloth in this country than in foreign countries under conditions otherwise similar, you make a statement without foundation in fact. A manufacturer in this vicinity who, up to 1890, was making woolen goods in Bradford, England, under free trade moved his machinery under the McKinley law from England to the United States. He has been running identically the same machinery, and with some of the same help employed upon the same machinery, under free trade in England and under the McKinley law in the United States. He says that the same man turns out as much or more work in England as in the United States, and that the labor cost in the weaving alone on a yard of cloth in England under cheap foreign wages is less than two cents, and the labor cost of weaving one yard of the same quality of cloth in the United States is seven cents. This owing to the higher wages paid here.

You say that we export locomotives, watches, hardware and many other things almost entirely composed of labor. The exporter of locomotives and watches gets a drawback of 99 per cent of the duties paid on his imported raw material, but, in point of fact, locomotives are now exported because the American type rather than the foreign type of locomotives are wanted abroad. The largest exporter of locomotives informs me that if the English machinery chooses to copy our patterns of locomotives, owing to the differences in labor in their favor, they will be able to beat us out of such foreign markets as we now hold. The same applies to watches.

### MANUFACTURERS FAVOR THE DUTY.

You say that by putting raw materials on the free list we would be protecting

our manufacturers more than we are protecting them now. You appear to know more about their interests than they do themselves, otherwise why should 85 per cent of all of the American woolen manufacturers join in a petition to the United States senate against the placing of wool on the free list? You can see in the *New York Daily Tribune* of September 13 the telegram announcing from Washington that woolen manufacturers protested for seven hours before the ways and means committee against any disturbance of the McKinley duties.

You say that American wool cannot be manufactured into as fine goods as are produced by a combination of American and foreign wools. Here you are again greatly in error. The late Captain J. P. Bradley, of Ballardville, Mass., and, I believe, also Mr. Moses Stephens, a member of the present committee of ways and means, made goods a quarter of a century ago of American pick lock or Saxony wool which were so extremely fine that a yard of it could be drawn through a lady's finger ring. No finer goods can be made to-day from any wool grown in any other part of the world. Hundreds of thousands of pounds of this pick lock or Saxony wool, with a diameter of from 2,200 to 2,500 fibers to the inch, was sold under this very roof in former years.

### WHAT ABOUT OHIO'S CLIP?

It is quite true, as you say, that if the duty on foreign wool be removed the American manufacturers would become bidders on foreign wool. If American manufacturers are to supply themselves with foreign wool it would only be because it would be cheaper to them than Ohio wool. Who then will be left to buy the Ohio clip and what is to become of it? If American wool falls to the foreign price under free trade, the Ohio sheep will be fattened and sent to the butcher, and wool growing in Ohio will cease to be an industry there except in limited cases where the farmers can produce the coarser wool sheep for the meat, as they now produce cattle for that purpose.

### WILSON FROM AWAY BACK.

Chairman Wilson, of the committee of ways and means, being wholly unable to find any plausible reason for the removal of the duty upon wool, had to resort for an illustration to a comparison with conditions in 1857. He stated that "wool in 1857 was put on the free list, and that at that time we were prosperous." Now, what were then the existing conditions? In July, 1857, XX Ohio wool was worth 60 cents, and wool was then put on the free list; then, as now, the Democrats had control of all branches of the government. James Buchanan was President and both branches of Congress were Democratic. What followed? A financial panic spread all over the country, and by the end of that year XX Ohio wool had fallen from 60 to 30 cents, a decline of 50 per cent in six months. Chairman Wilson points to this condition as a happy state of affairs, and invites the American people to a new trial of the same experience. Besides, in 1857, the conditions of the world's supply were very unlike those of 1893. Australia then produced only 30,000,000 pounds of scoured wool, as against 250,000,000 pounds in 1873, an increase of over 700 per cent; the River Plate produced only 10,000,000 pounds of scoured wool, and in 1893 that country produced 110,000,000 pounds of scoured wool, an increase of 1,000 per cent. The Cape of Good Hope in 1857 produced only 10,000,000 pounds of scoured wool, while in 1893 that country produced 50,000,000 pounds of scoured wool, an increase of 400 per cent. Thus the world's supply of wool in 1893 is drawn from the southern hemisphere, where, by reason of perennial pastures better in winter than in summer, wool can be produced at from 10 to 12 cents per pound below its cost in the rigorous winter climate of the United States, while in 1857 the bulk of the world's supply came from the northern hemisphere, where, owing to winter feeding, wool growing is always more costly than in Australia.

### HIGH PRICES FOR FOREIGNERS.

You say if Americans buy Australian wool it will lessen English supplies and advance English prices. This could not take place until the American clip is no longer produced. Then if we had enough protection on cloth to cover the difference between English and American factory wages so that we could compete with English cloth in our own markets, we would buy our raw wools in the London market as a matter of course and the world's price for wool would advance. It might even advance to a degree that would make wool in the free trade markets of the world as high as it has been in the United States under protection, but when this takes place the cost of the raw material in a suit of clothes must then be fully as great under free wool as it is to-day with protected wool. Admitting that such may be the case, what has been accomplished? What has been gained? You have destroyed the American wool industry, worth to the nation \$200,000,000, and lessened the ability of the American wool grower to purchase clothing. You have destroyed a market for 45,000,000 bushels of corn and 200,000,000 pounds of hay previously consumed by our 45,000,000 sheep. You have lessened the value of the sheep farm; you have paid an awful price for free raw material, and at the end of ten years, after destroying the American wool supply, which is one-eighth of the world's product, wool becomes scarce and dear, and, owing to the advance in the wool markets of the world, clothing would be as dear or dearer than it ever was under the McKinley law. Now, if clothing is not to be permanently cheapened, what advantage is there in paying such a price for the experiment?

The prosperity of this country under the McKinley law has been the greatest in its history. Why should we, therefore, repeal that law under which the American nation has been not only the

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most prosperous nation of the world, but during that time, the only prosperous nation of the world?"

Very truly yours,  
THEODORE JUSTICE.

THE LOST SHEEP STRAYS NO MORE.

LOCKLAND, O., October 9, 1893.

Mr. Theodore Justice, Philadelphia:  
DEAR SIR:—Your letter of the 6th inst., in reply to mine of the 28th ultimo, is at hand, and proves the truth of an old saying, which is, in substance, that a fool can make an assertion in a few lines that will take many pages from a wise man to disprove.

You have given me some hard raps, but I will put my pride in my pocket and offer your letter to the leading Republican papers of this state for publication, that others, misled more than I was by the false claims of Democratic free traders, may see the error of their course, and return to the fold.

Yours truly,  
E. H. GEISY.

### To Greet Old Liberty.

PHILADELPHIA, Pa., Oct. 31. — Great preparations are being made to receive the old liberty bell on its arrival here on Saturday next. There will be a monster parade in which all the military headed by the governor will join. The national guard of New Jersey will also be represented; the city councils of Philadelphia and Trenton, 6,000 school children and many fireman's organizations and civic societies will be in line. It is proposed to make it the largest demonstration of late years.

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